

VACANCY

Build Your Career with Sanlam

Sanlam is a leading Financial Services Institution, which provides services in the fields of individual life insurance, group life insurance, unit trusts and asset management. To give substance to its objective to be a fully-fledged Namibian insurer, Sanlam is increasingly introducing greater financial and technical expertise. For this reason, it invites applications for the positions of:

Investment Product Specialist – Affluent Market

The purpose of the position

The main focus of the position is to support contracted brokers with specialist investment product support – this includes LISP, UT and Life (endowment) investment products (both discretionary savings and retirement savings products.) The candidate is also responsible to have an in-depth knowledge of competitors' investment products, to assist Sanlam Namibia to compare its investment product suite in terms of features and pricing with its competitors, and to give input into the product development strategies and priorities to be adopted by Sanlam Namibia.

Main duties and responsibilities include to:

- Deal with broker queries pertaining to product features, quotes, pricing and benefits
- Understand competitor products and be able to highlight to brokers benefits inherent in Sanlam Namibia investment product set
- Understand and assist brokers with Sanlam new business and existing business processes, specifically the TE policy administration platform, SPP platform and Silica
- Assist and support brokers with investment product related advanced solutions, e.g. retirement planning, pre- and post-retirement
- Design and roll out investment product marketing strategies and campaigns to facilitate new business sales as well as cross- and upselling to existing customers
- Collect and disseminate information about investment markets and trends to brokers
- Ensure and manage good broker and client relationships
- Manage the implementation of relevant sales strategies coupled with business objectives within the Broker business, to increase the volume of profitable sales
- Broker product training and accreditation
- Manage and provide new business, existing business and claims functions within the Broker business as it pertains to investment products and solutions
- Direct broker queries dealing with risk business to the risk specialists

Qualification & Experience Requirements

- Grade 12 and a Bachelor Degree, CFP or similar in relevant fields an advantage
- Appropriate sales and support experience in the financial services sector, preferably as a broker consultant and/or sales management role

Behavioural Skills

- Strong communication skills
- Ability to meet deadlines
- Ability to work in team related environment
- Problem identification and problem solving skills
- Accurate and organised
- Reliable, hardworking and accountable

Closing Date for Applications: 20 August 2018

Only short listed candidates will be notified. No documents will be returned.

Namibian Citizens who suit the above profile can submit their CV's to:

Human Resources Department, 7th Floor, Sanlam Centre, (c/o Independence Ave and Fidel Castro Street),

PO Box 317, Windhoek, Namibia. For enquiries contact: hnamibia@sanlam.com.na

